

CONTRACT

WTKR-TV
720 Boush Street
Norfolk, VA 23510-1583
(757)446-1000

www.wtkr.com

And:

GMMB/Greer Margolis Mitchell & Burns
1010 Wisconsin Avenue
Suite 800
Washington, DC 20007

<u>Contract / Revision</u> 545812 /		<u>Alt Order #</u> 07874840
<u>Product</u> HIRSCHBIEL/C/D		
<u>Contract Dates</u> 09/04/12 - 09/10/12		<u>Estimate #</u> 106/113/1215
<u>Advertiser</u> Hirschbiel/D/State House		<u>Original Date / Revision</u> 10/30/12 / 10/30/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WTKR	<u>Account Executive</u> Jamie Andrus	<u>Sales Office</u> Washington, D.C.
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 8020	<u>Advertiser Code</u> 106	<u>Product Code</u> 113
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	3	09/04/12	09/09/12	NewsChannel 3 News	5-6am		:30			NM	2	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-TWTF--				2	\$70.00			
2	3	09/04/12	09/09/12	Newschannel 3 News	6-7am		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-TWTF--				3	\$175.00			
3	3	09/04/12	09/09/12	CBS This Morning	7-9a		:30			NM	3	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-TWTF--				3	\$100.00			
4	3	09/04/12	09/09/12	Early Show Saturday	9-11am		:30			NM	1	\$80.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----S-				1	\$80.00			
5	3	09/04/12	09/09/12	CBS Sunday Morning	9-1030am		:30			NM	1	\$280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----S				1	\$280.00			
6	3	09/04/12	09/09/12	Face the Nation	1030-11am		:30			NM	1	\$245.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----S				1	\$245.00			
7	3	09/04/12	09/09/12	Ellen Degeneres 3pm	3-4pm		:30			NM	1	\$155.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-TWTF--				1	\$155.00			
8	3	09/04/12	09/09/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-TWTF--				1	\$115.00			
9	3	09/04/12	09/09/12	Newschannel 3 News	5-530pm		:30			NM	2	\$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-TWTF--				2	\$210.00			
10	3	09/04/12	09/09/12	Newschannel 3 News	530-6pm		:30			NM	2	\$440.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-TWTF--				2	\$220.00			
11	3	09/04/12	09/09/12	Newschannel 3 News	6-630pm		:30			NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-TWTF--				2	\$295.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



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Contract / Revision	Alt Order #
545812 /	07874840

Contract Dates	Product	Estimate #
09/04/12 - 09/10/12	HIRSCHBIEL/C/D	106/113/1215

Advertiser	Original Date / Revision
Hirschbiel/D/State House	10/30/12 / 10/30/12

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12	3	09/04/12	09/09/12	7-730pm	7-730pm		:30			NM	1	\$220.00																																																				
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Week: 09/03/12	09/09/12	-TWTF--	1	\$220.00																																																												
13	3	09/04/12	09/09/12	The Insider	730p-8pm		:30			NM	0	\$0.00																																																				
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<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>																																																						
1	3	09/03/12-09/09/12		730-8pm	730-8pm	-TuWThF----	:30		\$220.00	NM																																																						
Credited																																																																
14	3	09/04/12	09/09/12	Sunday Prime	7-8pm		:30			NM	1	\$1,275.00																																																				
<table><tr><th><u>Start Date</u></th><th><u>End Date</u></th><th><u>Weekdays</u></th><th><u>Spots/Week</u></th><th><u>Rate</u></th><th colspan="8"></th></tr><tr><td>Week: 09/03/12</td><td>09/09/12</td><td>-----S</td><td>1</td><td>\$1,275.00</td><td colspan="8"></td></tr></table>													<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>									Week: 09/03/12	09/09/12	-----S	1	\$1,275.00																																		
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Week: 09/03/12	09/09/12	-----S	1	\$1,275.00																																																												
15	3	09/10/12	09/10/12	Monday Prime	9-10pm		:30			NM	1	\$1,180.00																																																				
<table><tr><th><u>Start Date</u></th><th><u>End Date</u></th><th><u>Weekdays</u></th><th><u>Spots/Week</u></th><th><u>Rate</u></th><th colspan="8"></th></tr><tr><td>Week: 09/10/12</td><td>09/16/12</td><td>M-----</td><td>1</td><td>\$1,180.00</td><td colspan="8"></td></tr></table>													<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>									Week: 09/10/12	09/16/12	M-----	1	\$1,180.00																																		
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Week: 09/10/12	09/16/12	M-----	1	\$1,180.00																																																												
16	3	09/04/12	09/09/12	Friday Prime	10-11pm		:30			NM	1	\$980.00																																																				
<table><tr><th><u>Start Date</u></th><th><u>End Date</u></th><th><u>Weekdays</u></th><th><u>Spots/Week</u></th><th><u>Rate</u></th><th colspan="8"></th></tr><tr><td>Week: 09/03/12</td><td>09/09/12</td><td>----F--</td><td>1</td><td>\$980.00</td><td colspan="8"></td></tr></table>													<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>									Week: 09/03/12	09/09/12	----F--	1	\$980.00																																		
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Week: 09/03/12	09/09/12	----F--	1	\$980.00																																																												
17	3	09/04/12	09/09/12	Late News (M-F)	11-1135p		:30			NM	2	\$980.00																																																				
<table><tr><th><u>Start Date</u></th><th><u>End Date</u></th><th><u>Weekdays</u></th><th><u>Spots/Week</u></th><th><u>Rate</u></th><th colspan="8"></th></tr><tr><td>Week: 09/03/12</td><td>09/09/12</td><td>-TWTF--</td><td>2</td><td>\$490.00</td><td colspan="8"></td></tr></table>													<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>									Week: 09/03/12	09/09/12	-TWTF--	2	\$490.00																																		
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Week: 09/03/12	09/09/12	-TWTF--	2	\$490.00																																																												
18	3	09/04/12	09/09/12	Late News (Sa-Su)	11-1135p		:30			NM	2	\$730.00																																																				
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Week: 09/03/12	09/09/12	-----SS	2	\$365.00																																																												
19	3	09/04/12	09/09/12	Late Night with David Letterman	1135pm-1237am		:30			NM	1	\$135.00																																																				
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20	3	09/10/12	09/10/12	NewsChannel 3 News	5-6am		:30			NM	1	\$70.00																																																				
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21	3	09/10/12	09/10/12	Newschannel 3 News	6-7am		:30			NM	1	\$130.00																																																				
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22	3	09/10/12	09/10/12	CBS This Morning	7-9a		:30			NM	1	\$100.00																																																				
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23	3	09/10/12	09/10/12	Ellen Degeneres 3pm	3-4pm		:30			NM	1	\$200.00																																																				
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<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>																																																												
Week: 09/10/12	09/16/12	M-----	1	\$100.00																																																												
<table><tr><th><u>Spot</u></th><th><u>Ch</u></th><th colspan="2"><u>Date Range</u></th><th><u>Description</u></th><th><u>Start/End Time</u></th><th><u>Weekdays</u></th><th><u>Length</u></th><th></th><th><u>Rate</u></th><th><u>Type</u></th><th colspan="2"></th></tr><tr><td>1</td><td>3</td><td colspan="2">09/10/12-09/16/12</td><td>NewsCha 3 News First @ 4p</td><td>358-5pm</td><td>M-----</td><td>:30</td><td></td><td>\$100.00</td><td>NM</td><td colspan="2"></td></tr><tr><td colspan="13">Credited</td></tr></table>													<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>			1	3	09/10/12-09/16/12		NewsCha 3 News First @ 4p	358-5pm	M-----	:30		\$100.00	NM			Credited																									
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>																																																						
1	3	09/10/12-09/16/12		NewsCha 3 News First @ 4p	358-5pm	M-----	:30		\$100.00	NM																																																						
Credited																																																																
25	3	09/10/12	09/10/12	Newschannel 3 News	5-530pm		:30			NM	0	\$0.00																																																				
<table><tr><th><u>Start Date</u></th><th><u>End Date</u></th><th><u>Weekdays</u></th><th><u>Spots/Week</u></th><th><u>Rate</u></th><th colspan="8"></th></tr></table>													<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>																																															
<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>																																																												

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(757)446-1000

www.wtkr.com

<u>Contract / Revision</u>	<u>Alt Order #</u>
545812 /	07874840

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/04/12 - 09/10/12	HIRSCHBIEL/C/D	106/113/1215

<u>Advertiser</u>	<u>Original Date / Revision</u>
Hirschbiel/D/State House	10/30/12 / 10/30/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/10/12 09/16/12 M----- 1 \$235.00												
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/10/12-09/16/12	Newschannel 3 News	5-530pm	M-----	:30		\$235.00	NM		
	Credited											
26	3	09/10/12	09/10/12	Newschannel 3 News	530-6pm		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/10/12 09/16/12 M----- 1 \$220.00												
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/10/12-09/16/12	Newschannel 3 News	530-6pm	M-----	:30		\$220.00	NM		
	Credited											
27	3	09/10/12	09/10/12	Newschannel 3 News	6-630pm		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/10/12 09/16/12 M----- 1 \$345.00												
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/10/12-09/16/12	Newschannel 3 News	6-630pm	M-----	:30		\$345.00	NM		
	Credited											
E 28	3	09/10/12	09/10/12	7-730pm	7-730pm		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/10/12 09/16/12 M----- 1 \$330.00												
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/10/12-09/16/12	7-730pm	7-730pm	M-----	:30		\$330.00	NM		
	Credited											
E 29	3	09/10/12	09/10/12	M-F 730-8pm	730p-8pm		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/10/12 09/16/12 M----- 1 \$310.00												
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/10/12-09/16/12	M-F 730-8pm	730p-8pm	M-----	:30		\$310.00	NM		
	Credited											
30	3	09/10/12	09/10/12	Late News (M-F)	11-1135p		:30			NM	1	\$540.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/10/12 09/16/12 M----- 1 \$540.00												
31	3	09/10/12	09/10/12	Late Night with David Letterman	1135pm-1235am		:30			NM	1	\$115.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/10/12 09/16/12 M----- 1 \$115.00												
32	3	09/04/12	09/07/12	CBS This Morning	7-9a		:30			NM	1	\$200.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/03/12 09/09/12 -TWTF-- 1 \$200.00												
33	3	09/08/12	09/08/12	730-8pm	730-8pm		:30			NM	1	\$95.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/03/12 09/09/12 -----S- 1 \$95.00												
34	3	09/08/12	09/08/12	Redskins Overnight	1135-1205xm		:30			NM	1	\$35.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/03/12 09/09/12 -----S- 1 \$35.00												
35	3	09/08/12	09/08/12	Redskins Overnight	1205-1235a		:30			NM	1	\$30.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/03/12 09/09/12 -----S- 1 \$30.00												
36	3	09/05/12	09/05/12	Wednesday Prime	9-10pm		:30			NM	1	\$1,375.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/03/12 09/09/12 --W---- 1 \$1,375.00												
37	3	09/06/12	09/06/12	Thursday Prime	9-10pm		:30			NM	1	\$1,375.00

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<u>Contract / Revision</u>	<u>Alt Order #</u>
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<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/04/12 - 09/10/12	HIRSCHBIEL/C/D	106/113/1215

<u>Advertiser</u>	<u>Original Date / Revision</u>
Hirschbiel/D/State House	10/30/12 / 10/30/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Totals Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	---T---				1	\$1,375.00			
38	3	09/07/12	09/07/12	Friday Prime	9-10pm		:30			NM	1	\$1,180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----F--				1	\$1,180.00			
39	3	09/09/12	09/09/12	US Open Tennis Men's Final	4-7pm		:30			NM	1	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----S				1	\$0.00			
40	3	09/05/12	09/07/12	Newschannel 3 News	530-6pm		:30			NM	1	\$310.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	--WTF--				1	\$310.00			
41	3	09/10/12	09/10/12	US Open Tennis Men's Final	4-7pm		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	M-----				1	\$750.00			
42	3	09/10/12	09/10/12	Ellen Degeneres 3pm	3-4pm		:30			NM	1	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	M-----				1	\$0.00			
Totals											44	\$15,000.00

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 - 09/10/12	44	\$15,000.00	\$12,750.00
Totals	44	\$15,000.00	\$12,750.00

Signature: _____ **Date:** _____

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